



# A look at MISSOURI'S TRADE WITH

## Taiwan

AGRICULTURE.MO.GOV

### Opportunities

- Taiwan's dense population requires small-scale farming that leaves the country largely dependent on food and feed imports.
- In 2017, Taiwan signed a letter of intent to purchase between 96 million and 107 million bushels of soybeans and 197 bushels of corn between 2018 and 2019 from the U.S., including a significant portion from Missouri. These purchases together are valued at an estimated \$2.2 billion.
- Taiwan's beef consumption continues to rise fueled by the booming tourism market, younger generation preference and family income increases.



**PET FOOD IMPORTS HAVE  
MORE THAN DOUBLED  
FROM 2006 TO 2016**  
(\$62.5 million to \$141 million)

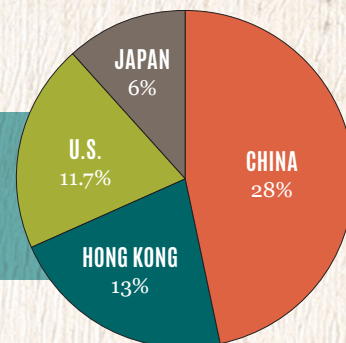
## TRADE POLICY

**Taiwan has free trade agreements** with Panama, Republic of Guatemala, Republic of Nicaragua, Republic of El Salvador, Republic of Honduras and New Zealand.

**Taiwan and China signed the Economic Cooperation Framework Agreement in 2010**, which allows reduced tariffs and exemptions for products from mainland China.

**Taiwan is a member of the Asia Pacific Economic Cooperation, Central American Bank for Economic Integration and the World Trade Organization.**

## TAIWAN'S TOP TRADE PARTNERS



### SMALL BUT MIGHTY TRADING

Although it is a small island, about the size of Maryland and Delaware combined, Taiwan has developed into one of the world's largest economic and trading entities. Over the past decade, Taiwan has transformed itself from a light industry-manufacturing base to a global center for the production of high technology products.

## TRADE BARRIERS



**Meat and meat products** may require a Meat and Poultry Export Certificate for Wholesomeness from FSIS, and beef products must pass through USDA's QSA Program before exportation to Taiwan.



**The Council of Agriculture (COA) recognizes the USDA's National Organic Program requirements.** Unfortunately, with the increase in paperwork and complicated coordination, importers are largely using "natural" language.

**DOCUMENTS AND LABELS MUST BE PREPARED IN  
CHINESE & METRIC MEASUREMENT  
IN ORDER TO AVOID CUSTOMS DELAYS.**





# EXPORTING TO

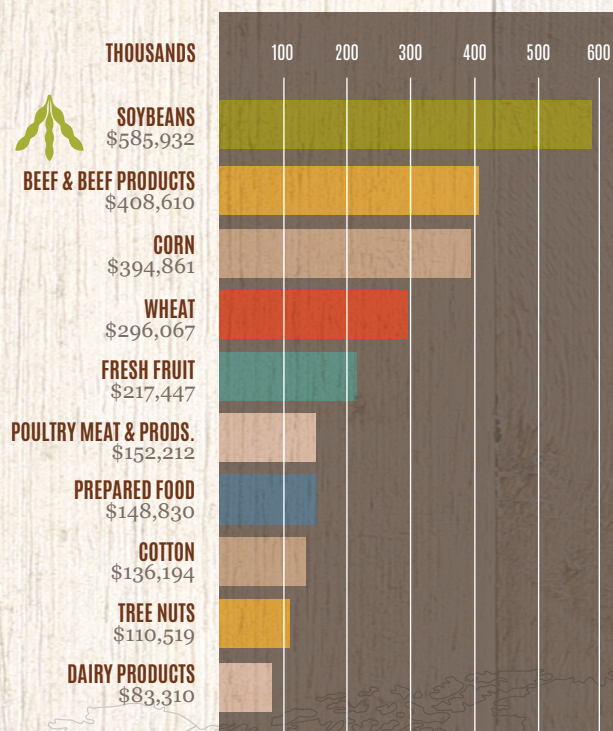
## Taiwan

### TAIWAN RANKED #8

IN 2017 AMONG U.S. AGRICULTURAL EXPORT MARKETS



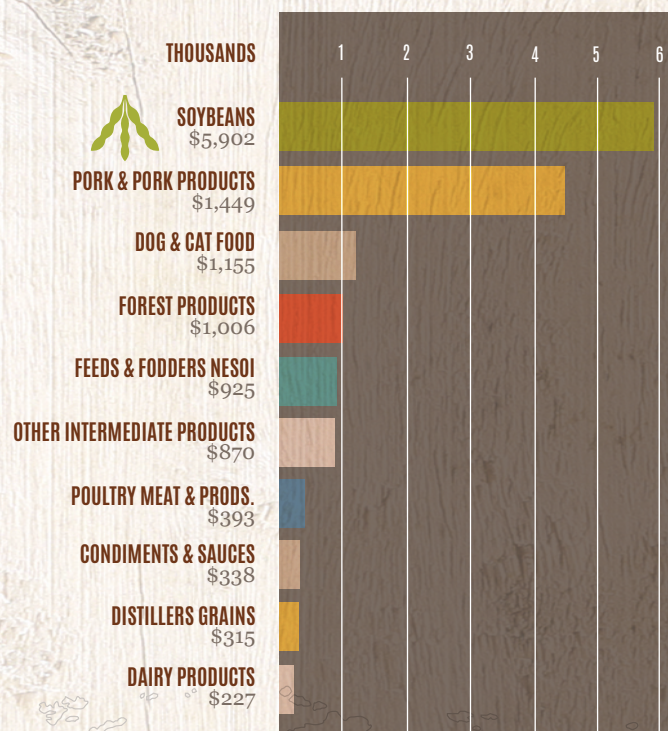
### TOP 10 UNITED STATES AGRICULTURAL EXPORTS TO TAIWAN



Source: USDA 2017 GATS



### TOP 10 MISSOURI AGRICULTURAL EXPORTS TO TAIWAN



Source: USDA 2017 GATS

**\$3.3 BILLION**  
THE TOTAL VALUE OF EXPORTS TO  
TAIWAN FROM THE U.S. IN 2017